

Manager Companies  
Company Announcements Office  
Australian Securities Exchange Limited  
Level 4, Stock Exchange Centre  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir / Madam

**RE: Annual General Meeting 2017 - Presentation**

Please find attached the presentation from today's Annual General Meeting.

Yours faithfully



**Luka Softa**  
Company Secretary

For personal use only



# NONI B GROUP ANNUAL GENERAL MEETING

FRIDAY 17TH NOVEMBER 2017

“TRANSFORMING CUSTOMER EXPERIENCE”



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sizes 14 & up

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# Agenda

- Chairman address
- CEO address
- To receive the Accounts and Reports for the year ended 2 July 2017
- Adopt the Remuneration Report
- Vote on the re-election of Mr Richard Facioni as a Director
- Vote on the short term incentive grants to CEO

# Year to Date Performance

For the first four months of the year ending 29<sup>th</sup> October 2017:

- Like-for-Like Sales growth exceeded 2%
- Online Sales Growth +84% against the same period last year
- Underlying EBITDA +\$5.4m higher than the same period last year
- Net 28 stores opened or committed for the first half

EBITDA is a non AAS financial measure, defined for the purpose of this document as earnings before interest, tax, depreciation, amortisation, non-recurring income/expenditure and certain noncash items such as share based payments and unrealised foreign exchange gains/losses adjusted for transaction and restructuring costs

# Growth Plan

- As outlined in the FY 17 AGM, Noni B Group stated the key areas of focus to deliver both successful integration of Pretty Girl as well as future growth as:



- It is pleasing to confirm that the integration has been completed.
- With Management having completed the backend integration, 2018 focus is firmly on driving growth.

# Customer Experience

Transforming our customers instore experience by creating emotionally engaging propositions through various VM treatments.

NONI B

rockmans

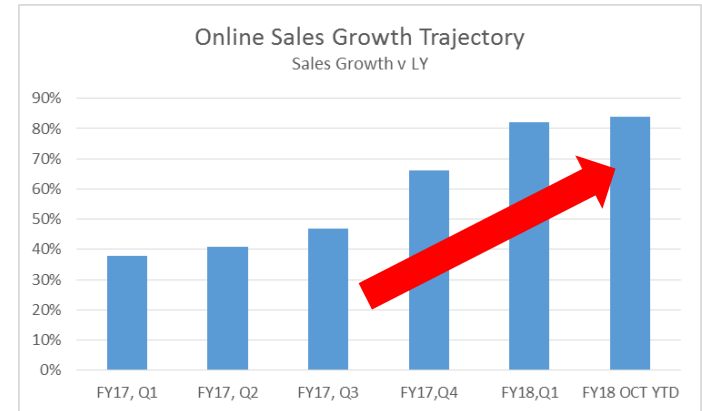
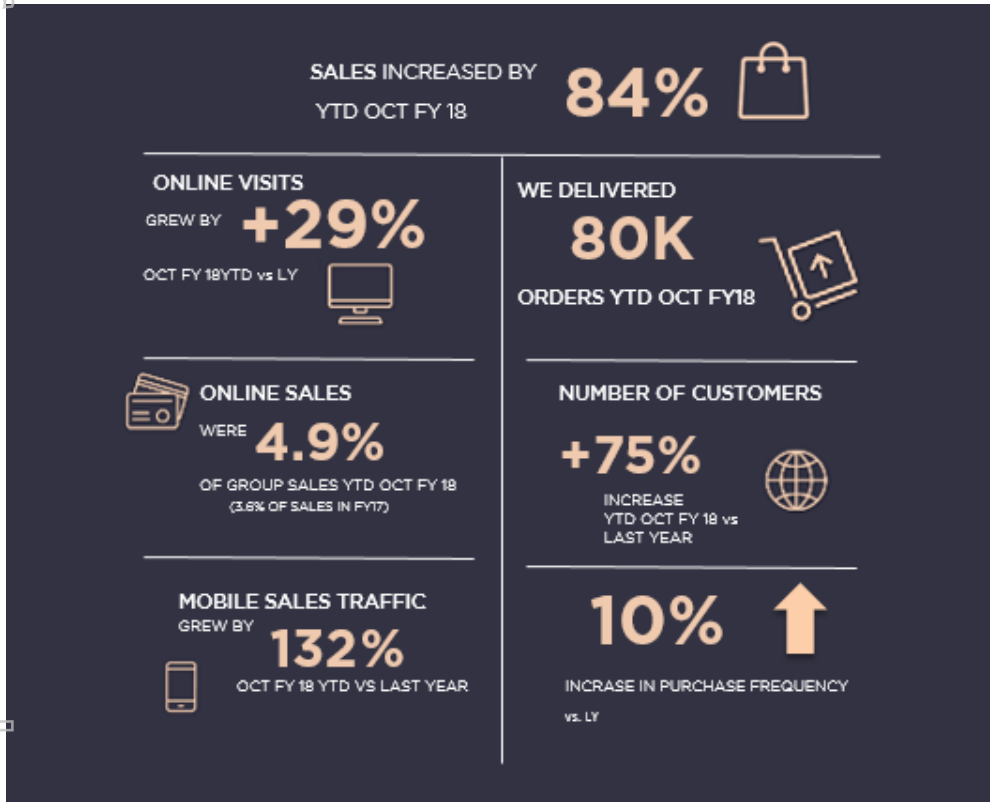
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# Online



Investment made :

- General Manager Online for the Group
- Team investment
- Increased fulfilment capacity
- One platform

# Store footprint update - FY 18



	Start	Closed	Opened	Dec FY18
Rockmans	283	5	15	293
Noni B	228	5	5	228
W Lane	78	2	18	94
beme	25	2	4	27
	614	14	42	<b>642</b>

The Group continues to invest in expanding and improving its store portfolio:

28 net stores will be opened across the group in 1<sup>st</sup> Half FY18 taking the total store portfolio to 642.



# Annual General Meeting

Friday 17 November 2017



ITEM 2 : Adoption of the Remuneration report

*“That the Remuneration Report of the Company and its controlled entities for the year ended 2 July 2017 be adopted.”*

Proxy results:

Resolution	Vote type	Voted	%
1, REMUNERATION REPORT	For	54,988,928	95.2
	Against	2,743,811	4.75
	Open-Usable	31,357	0.05
	Abstain	0	N/A
	Excluded	9,770,098	N/A

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# Annual General Meeting

Friday 17 November 2017



ITEM 3 : Re-election of Mr Richard Facioni as Director

*"That Mr Richard Facioni, having retired from his office as a Director of the Company in accordance with rule 68.2 of the Company's constitution and Listing Rule 14.5, being eligible, having offered himself for re-election, be re-elected as a Director of the Company."*

Proxy results:

Resolution	Vote type	Voted	%
2, RE-ELECT RICHARD FACIONI	For	63,555,328	94.11
	Against	2,763,196	4.09
	Open-Usable	1,215,670	1.8
	Abstain	0	N/A
	Excluded	0	N/A

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# Annual General Meeting

Friday 17 November 2017



## ITEM 4 : Approval of short term incentive grants to the CEO and Managing Director

*"That, for the purposes of Listing Rule 10.14 and for all other purposes, shareholder approval is given for the Company to grant 142,139 shares to Mr Scott Evans, the CEO and Managing Director of the Company, or his nominee(s), under the Company's short term incentive reward scheme in respect of the financial years ending 26 June 2016 and 2 July 2017, on the terms set out in the Explanatory Memorandum accompanying this Notice."*

Proxy results:

Resolution	Vote type	Voted	%
3, STI GRANTS TO CEO AND MD	For	56,510,931	94.19
	Against	2,273,287	3.79
	Open-Usable	1,210,330	2.02
	Abstain	0	N/A
	Excluded	7,539,646	N/A

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# Values

*“ Living our purpose with shared values and behaviours. ”*



CUSTOMERS ARE AT THE HEART OF EVERYTHING WE DO



INSPIRE AND MOTIVATE EACH OTHER



OWN WHAT YOU DO



GO ABOVE AND BEYOND



KNOW AND SHARE AND TALK MORE

NONI B GROUP



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